

<b>W2</b>	<b>Learning Area</b>	ENTREPRENEURSHIP	<b>Grade Level</b>	11 and 12
	<b>Quarter</b>	2nd/ 4th	<b>Date</b>	

## IV. LEARNING PHASES AND LEARNING ACTIVITIES

### I. Introduction (Time Frame: 5 mins.)

**4Ms** is a powerful method for process improvement, but it's also the most **important** method you should apply during the process design and/or product design phase, and in daily operation management. Identifying the problems of the **business** in the future and in actual situation especially in the production process and marketing. The **importance** OF 4'MS of operations in the **business** plan. Identifying the problems of the **business** in the future and in actual situation especially in the production process and marketing.

**Pre-test:** Let's check your prior knowledge about the topic. Directions: Read and answer the following questions below.

1. Have you ever asked yourself what processes do the products or services you buy have undergone before availing them?
2. What are the elements of business operations?
3. Who are the persons involved in a business operation?

Now, you are ready for our new lesson. I hope that will enhance your knowledge and skills with this new topic.

### D. Development (Time Frame: 50 mins.)

The 4Ms of operation about business opportunity means that the attributes manpower, method, machine, and materials should work together in the process of executing the business. Manpower, as well as the other elements of 4Ms, is critical in putting up an enterprise.

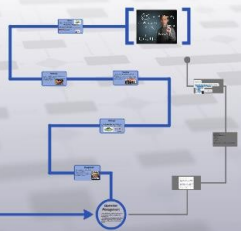
**Manpower.** This refers to the human workforce involved in the making of products (Aduana, 2016). It does not only include labor but also creativity, intellect, and other abilities of individuals that can contribute to the production (Habaradas & Tullao, 2018).



Figure 1. Manpower. <https://bit.ly/2S57arn>.

Objectives:  
1. Define the 4 M's ( Manpower, Methods, Machine, Materials) of operation in relation to the business opportunity.  
2. Describe the 4 M's ( Manpower, Methods, Machine, Materials) of operation in relation to the business opportunity.

**4 M's of Operations**  
Entrepreneurship



**Method.** The manner or the system of transforming raw materials into a finished product is called method (Aduana, 2016). The said raw materials go through several phases before a product is completed and becomes ready for delivery to the target customers.

Figure 2. <https://bit.ly/3u1mrHQ>

**Machine.** This refers to the equipment used in the manufacturing of goods or delivery of services.

- Refers to the devices and equipment used to perform a specific type of work and usually uses energy (electricity) to perform a task.



Figure 3. Machine. <https://bit.ly/3t5eC2Q>



**Materials.** This simply refers to raw materials needed in the manufacturing of goods. Materials are assembled to make a finished product. For example, wood is a raw material used to produce a cabinet or other furniture.

(For further reading, click the link) <http://bit.ly/3btpKRu>

Figure 4. Raw materials. <https://bit.ly/3t3FJEJ>

## Value Chain vs. Supply Chain

**Value Chain** refers to the process where the business acquires raw materials, adds value to them through manufacturing and other procedures to produce a finished product, and then sells it to consumers. Supply Chain, on the other hand, signifies the phases and stages the product or service goes through to reach the consumers (Tarver, 2020).

**The supply chain** includes the flow of all information, products, materials, and funds between different stages of creating and selling a product to the end. The concept of the supply chain comes from an operational management perspective.

(Click the link for more information) <http://bit.ly/3rvQLcy>



Figure 5. Value Chain vs. Supply Chain. (<http://bit.ly/3bWE98R>)



Figure 6. Value Chain vs. Supply Chain. (<http://bit.ly/3eViWOz>)

## Five Steps in the Value Chain Process

- 1.Inbound Logistics:** This involves receiving materials, storing them, and controlling inventory.
- 2.Operations:** This involves activities wherein the entrepreneur adds value to the product through manufacturing and assembly of merchandise that transforms raw materials into a finished product.
- 3.Outbound Logistics:** This involves activities required in reaching end users. Examples are warehousing, recording of inventories, order fulfillment, and delivery.
- 4.Marketing and Sales:** This involves activities associated with convincing customers to procure the offered product.
- 5.Service:** This involves activities that maintain and improve the value of the product, like customer assistance and warranty provision.

## Supply Chain Functions (Tarver, 2020):

- Product development
- Marketing
- Operations

## IV. LEARNING PHASES AND LEARNING ACTIVITIES

- Distribution
- Finance
- Customer service

**Developing Business Model**

A company's plan for making a profit is referred to as a business model (Kopp, 2020). It identifies and explains the goods and/ or services to sell, target market, and projected expenses. Business models are essential for new and established business enterprises. They help new businesses to attract investment, hire talents, and encourage management and staff. Established businesses should regularly update their plans to cope up with trends and challenges in the future.

**Three Sections of Business Model (Parsons, 2020):**

- 1.Resources** - Everything it takes to make something: design, raw materials, manufacturing, labor, and so on.
- 2.Dissemination** - Everything it takes to sell that thing: marketing, distribution, delivering a service, and processing the sale.
- 3.Rate** - How and what the customer pays: pricing strategy, payment methods, payment timing, and so on.

(Click the link for further information) LINK: <http://bit.ly/3rwsoey>